



# Our Value Offering

## About Us

### At a glance

- We Streamline Commercial Processes, Enabling Better Contract Outcomes
- International Commercial & Contract Management consultancy boutique
- Prime customers industrial, wholesale companies and public services
- Partnership of independent senior management consultants experienced in Commercial, Finance, Legal and IT management
- We have on average a 20+ year experience in Commercial & Contract Management practices.

## Why Important

- IACCM Research provides insight that Value Erosion in Commercial Contracts are on average 9%.
- Reality urge us to be 'Good' in Commercial & Contract Management practices.



**BloomingContracts.com**

Your Partner in Commercial & Contract Management



## Our Value Offering

*We Streamline Commercial Processes, Enabling Better Contract Outcomes By*

### 1. Benchmarking

- Benchmark current activities to the 'What Good Looks like' grid
- External view on the actions to get a more efficient and effective Sales and Purchase processes

### 2. Process Improvement

- We take the Benchmark study as input for your implementation transformation plan
- We keep what's working and modify what needs to be improved

### 3. Train & Recruit

- Train staff on the fundamentals skills to make it work
- To set up competence development plan
- Attract and recruit competent staff

### 4. Contract Management Advisory

- Contract Structuring, Simplifying Contracts and Risk Assessments
- Optimisation, Negotiations and Performance Management
- Implement Commercial & Contract Management Tools

## Our Key Expertise and Experience

### Industry Sectors:

Infrastructure & Construction Projects, Oil & Gas, Chemicals and Gas & Power.

### Categories & Products:

Industrial & Office Facilities Management, Waste Management, Utility Management, Oil & Hydrocarbon Chemicals, Raw Materials and Finished Products, Industrial Gases, Process & Catalyst Materials, Physical Distribution, Packaging, Shipping and Logistics, Manufacturing, Construction & Maintenance services and equipment, Sales and Marketing services and Professional Services.

### Functional:

- **Commercial;** Sales and Procurement Relations Management, Trading, Pricing and Risk Management
- **Legal;** Contract Law, International Treaties, Customs, Standards and Practices.
- **Finance;** Corporate Finance, Economic Valuation, Business Process Improvements, Finance Modelling, Operation Research, Appraisal & Reporting, Governance, Risk and Assurance.
- **IT;** Contract Life Cycle Management delivery, API with ERP, Knowledge Management delivery .

### Commercial Transformation Alliance

We are a founding member of the Commercial Transformation Alliance *Powered by IACCM* , leveraging for your benefit on the latest, affordable know-how and proven best practices in the Commercial & Contract Management domain.

## Contact Us

Interested to know more about **Our Value Offering**, give us a call on [+31 10 799 73 83](tel:+31107997383) or contact us through e-mail [Info@BloomingContracts.com](mailto:Info@BloomingContracts.com) to plan an introduction meeting, which is free from charge.

